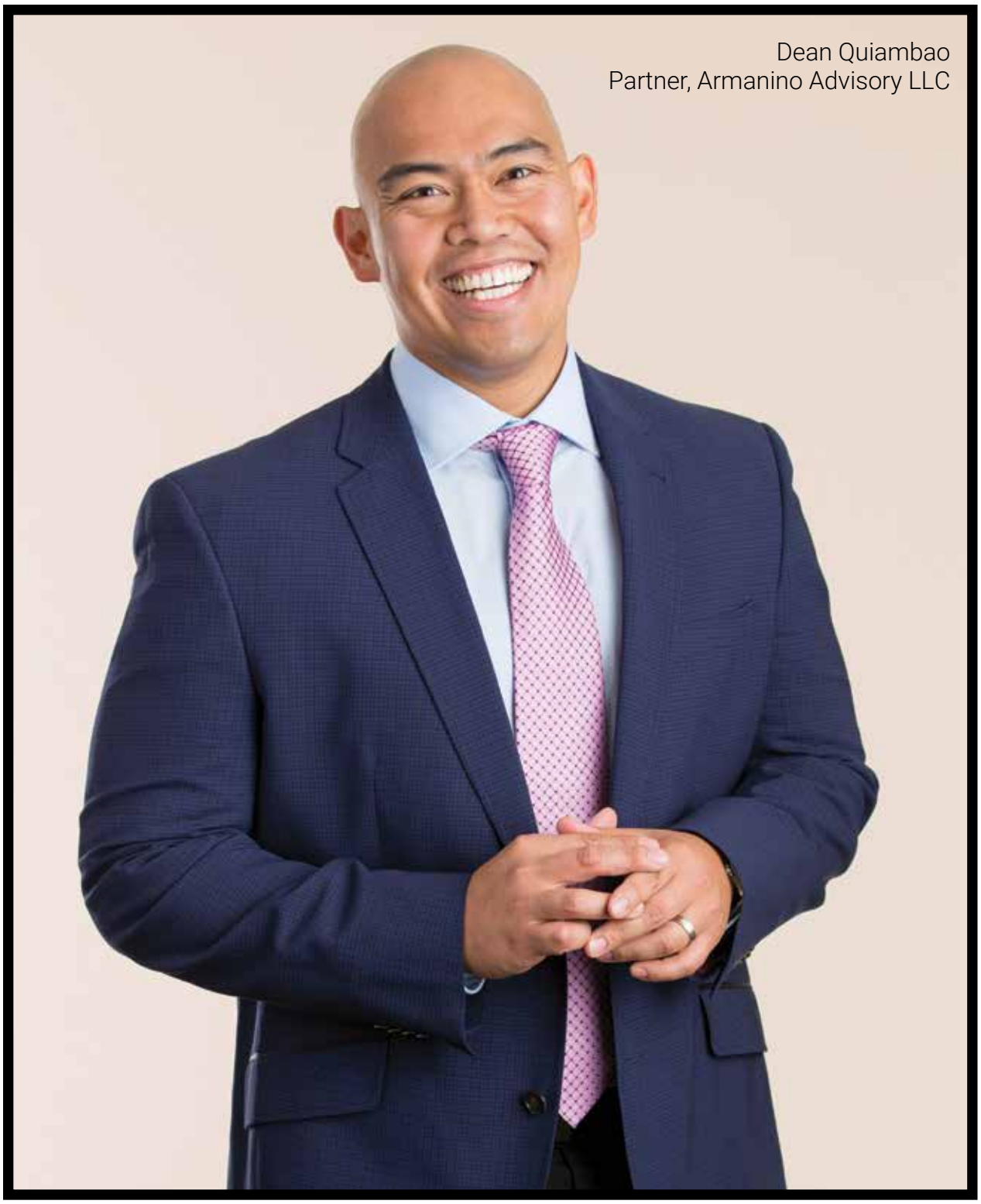
Dean Quiambao
Partner, Armanino Advisory LLC

Dean is a Business Development partner with Armanino. After spending 12 years as an auditor in Armanino's audit department, Dean transitioned to "Chief Relationship Builder" for the firm. In his role, he provides data-driven insights to his clients. Along with his observations and recommendations, he enables his clients to gain a distinct advantage over their competitors and brings to light where the best courses of action can be taken. Dean maintains his membership within the American Institute of Certified Public Accountants and the California Society of CPAs. He is an alum of the University of California, where he earned a Bachelor of Science in Managerial Economics.

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Originate Report: What made you want to join Armanino?
Dean Quiambao: When I joined Armanino, there was an infectious energy throughout the firm. It was an environment with no limits. And I still feel that way almost 16 years later.

OR: How have you grown your company?
DQ: Honestly, "the riches are in the niches." We have a team of laser-focused experts in numerous niches including private lending. I have amazing partners in Josh Nevarez, Jason Gilbert and David Hersch. They live by the motto of Expertise + Quality + Service = Lightning In a Bottle.

OR: What tools do you use to interact with your customer base?
DQ: Often, our clients prefer cloud-based file exchange and accounting software. We must remain hyper-connected to create efficiencies in our processes.

OR: What excites you about the private lending industry?
DQ: For me, private lending is a simple business that provides unlimited opportunity.

OR: What does a typical day look like for you?
DQ: Consistent with most business leaders, I play the role of fireman, salesman and visionary at any moment. I'm always finding the right balance between working on the business versus working in the business.

OR: How do you leverage your time to be the most efficient?
DQ: In my role, I have to surround myself with the best team possible. From my sales and marketing team to our technical experts, I help them understand the "why" behind every transaction. I also invest my time to help them rapidly develop. Our clients move quickly, and we have to move just as fast, if not faster.

OR: What advice would you give a young professional starting in their career?
DQ: You should work to understand the "why" that is driving the needs of your buyers and your key stakeholders. Once you understand their motivation, the game slows down and the opportunity to win increases dramatically.

OR: What emphasis do you place on technology?
DQ: At Armanino, the purpose, core values, and strategic anchors that unite us as a firm drive our success and set us apart from our competitors. Our ability to rapidly adapt to technology is built into our DNA.

OR: Do you feel that Armanino is a disruptor?
DQ: Of course.

OR: What do most people not know about you?
DQ: I'm Filipino and my wife is Japanese. When we were married, our wedding was featured in a bridal magazine thanks to its cultural flare.

OR: What is one piece of advice you would give to loan officers in general?
DQ: You have to have a potential exit strategy for every loan you want to fund. Ask yourself, "What would be our exit strategy on this loan?" and then ask yourself, "Is that exit strategy viable?"

OR: What are the must have apps that you use for your business?
DQ: I'm always on the move, and I'm always looking to connect with new people. So, my top four apps would be Waze, Southwest, LinkedIn and Whova.

OR: How is Armanino automating business development?
DQ: Over the last few years, the firm has started to change its sales approach from the typical siloed, cowboy/cowgirl sales culture to a more collaborative team focus. We're now fostering a sales environment where Partners with depth of expertise are collaborating to get the best result for our clients. We're also ensuring we remained closely aligned with our marketing team to streamline and automate our lead generation and lead nurture infrastructure.

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